

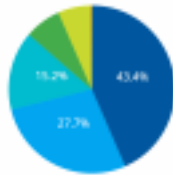


Office Visits and Documentation Guidelines

Christopher Wolfe, OD, FAAO, Dipl. ABO

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General Payments by Nature of Payment



Nature of Payment	Amount	Payments	Amount (%)
Travel and Lodging	\$3,200.00	2	43.4%
Travel and Lodging	\$2,250.00	2	27.3%
Consulting Fee	\$1,440.00	20	15.2%
Honoraria	\$650.00	1	6.2%
Introduction	\$50.00	1	0.9%

Company Making Payments	Total Payments	Total Amount
CONVISION INC.	19	\$275
PARACONIA PHARMACEUTICAL	9	\$500
ACCEL INC.	4	\$150
BIOSOLUTION INC.	4	\$150
BRUNNEN/LEO A DIVISION OF	3	\$39,400
MOCHIMED/LEO/ALCO	3	\$24,374
ALCON INC.	3	\$24,374
BOPT SCIENCE INC.	3	\$32,371
BOPT SCIENCE INC.	1	\$37,847
BOPT INC.	1	\$37,847
BOPT SCIENCE/ALCON/BOPT INC.	1	\$1,172
ALCON'S PHARMACEUTICAL	1	\$8,477
CONVISION	1	\$2,000



In this course we will cover:

- Financial Impact of Correct Coding
- 2021 Updates to 99 codes (summary)



2



Financial Disclosures



- Clinical Examples of Common Conditions Encountered in a Primary Eye Care Practice



Why is this important?

Christopher Wolfe, OD, FAAO, Dipl. ABO



Real World Example Bell Curve

Distribution

50
37.5
25
12.5
0



\$4,250,000.00 \$0.00

\$17,000,000.00 \$12,750,000.00 \$8,500,000.00

Real World Example

Normal Distribution Actual Data



Billed Based on Actual Codes Used Contracted Rate Based on Actual Codes Used

Contracted Rate Based on Normalized Distribution 7

992X2 992X3 992X4 992X5 6



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What is New in 2021?

What is New in 2021?



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10

What is New in 2021?

- preparing to see the patient
- obtaining and/or reviewing separately obtained history

- performing a medically appropriate examination and/or evaluation
- counseling and educating the patient/family/caregiver
- independently interpreting results
- communicating results to the patient/family/caregiver
- ordering medications, tests, or procedures
- referring and communicating with other health care professionals
- documenting clinical information in the electronic or other health record



What is New in 2021?

Code

New						
99202	99203	99204	99205	99212	99213	99214

What is New in 2021?

Time



99215

(minutes)

11

12

Problems

99202/99212 99203/99213 99204/99214 99205/99215

	<u>Minimal</u>	<u>Limited</u>	<u>Moderate</u>	<u>Extensive</u>
<u>Minimal</u> *1 Self-limited or minor problem	*2 or more self-limited or minor problems; or *1 stable chronic illness; or *1 acute uncomplicated illness or injury	*1 or more chronic illnesses with exacerbation, progression, or side effects of treatment; or *2 or more stable chronic illnesses; or *1 undiagnosed new problem with uncertain prognosis; or *1 acute illness with systemic symptoms; or *1 acute complicated injury	*1 or more chronic illnesses with severe exacerbation, progression, or side effects of treatment; or *1 acute or chronic illness or injury that poses a threat to life or bodily function; or *1 acute or chronic illness or injury that requires additional diagnostic testing or treatment. Example: OTC med	*3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician
				*Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician
				*Any 1 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician
				*Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: *Prescription med *Decision for minor surgery with identified patient or procedure risk factors *Decision for major surgery without identified patient or procedure risk factors *Diagnosis or treatment significantly limited by social determinants of health
				*High risk of morbidity from additional diagnostic testing or treatment. Examples: *Drug therapy requiring intensive monitoring *Decision for elective major surgery with identified patient or procedure risk factors *Decision for emergency major surgery *Decision regarding hospitalization *Decision not to resuscitate or to deescalate care because of poor prognosis

Quick Case Example #1

Chronic dry eye

Pt presents for a follow up on



Diagnosis:

13

Risk

• **Diagnosis:** Chronic allergic conjunctivitis, MGD



Data

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dry eye has been using Refresh Mega 3 OU BID and eyes feel good.

• You diagnose the patient with stable dry eye and continue the Refresh Mega 3 OU BID.

• **Problems:** ?

• **Orders:** none

• **Data:** ?

• **Treatment:** Refresh Mega 3 • **Risk:** ?

Problems
99202/99212 99203/99213 99204/99214 99205/99215

<p>Minimal</p> <p>*1 <u>Self-limited or minor problem</u></p>	<p>Low</p> <p>*2 or more self-limited or minor problems; or *1 <u>stable chronic illness</u>; or *1 <u>acute uncomplicated illness or injury</u></p>	<p>Moderate</p> <p>*1 or more <u>chronic illnesses with exacerbation, progression, or side effects of treatment</u>; or *2 or more stable chronic illnesses; or *1 <u>undiagnosed new problem with uncertain prognosis</u>; or *1 <u>acute illness with systemic symptoms</u>; or *1 <u>acute complicated injury</u></p>	<p>High</p> <p>*1 or more <u>chronic illnesses with severe exacerbation, progression, or side effects of treatment</u>; or *1 <u>acute or chronic illness or injury that poses a threat to life or bodily function</u></p>
<p>Minimal</p> <p>* < 2 orders, tests, or additional documents analyzed</p>	<p>Limited</p> <p>*2 orders, tests, or additional documents analyzed</p>	<p>Moderate</p> <p>Any 1 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician</p>	<p>Extensive</p> <p>Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician</p>
<p>Minimal</p> <p>Minimal risk of morbidity from additional diagnostic testing or treatment</p>	<p>Low</p> <p>Low risk of morbidity from additional diagnostic testing or treatment. Example: *OTC med</p>	<p>Moderate</p> <p>Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: *Prescription med *Decision for minor surgery with identified patient or procedure risk factors *Decision for major surgery without identified patient or procedure risk factors *Diagnosis or treatment significantly limited by social determinants of health</p>	<p>High</p> <p>High risk of morbidity from additional diagnostic testing or treatment. Examples: *Drug therapy requiring intensive monitoring for toxicity *Decision for elective major surgery with identified patient or procedure risk factors *Decision for emergency major surgery *Decision regarding Prescription *Decision not to resuscitate or to determine parameters of non-prognosis</p>

Risk

• **Problems:** for a follow up on allergies and MGD, has been using pataday OU QD and PRN DE3 and eyes feel good.

• You diagnose the patient with stable ocular allergy and MGD and continue the current treatment.

Quick Case Example #2

• Problem: ?

• Orders: none
• Data: ?

• Treatment: Pataday, PRN DE3 • Risk: ?

Problems
99202/99212 99203/99213 99204/99214 99205/99215


Minimal < 2 orders, tests, or additional documents analyzed	Limited 2 orders, tests, or additional documents analyzed	Moderate Any 1 of the following: 3 orders, tests, or additional documents analyzed Independent interpretation of a test performed by another physician Discussion of management or test interpretation with external physician	Extensive Any 2 of the following: 3 orders, tests, or additional documents analyzed Independent interpretation of a test performed by another physician Discussion of management or test interpretation with external physician	Diagnosis or treatment significantly limited by social determinants of health 17	Decision not to resuscitate or to deescalate care because of poor prognosis
Minimal 1 Self-limited or minor problem	Low 2 or more self-limited or minor problems; or 1 stable chronic illness; or 1 acute uncomplicated illness or injury	Moderate 1 or more chronic illnesses with exacerbation, progression, or side effects of treatment; or 2 or more stable chronic illnesses; or 1 undiagnosed new problem with uncertain prognosis; or 1 acute illness with systemic symptoms; or 1 acute complicated injury	High 1 or more chronic illnesses with severe exacerbation, progression, or side effects of treatment; or Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: • Prescription med • Decision for minor surgery with identified patient or procedure risk factors • Decision for major surgery without identified patient or procedure risk factors	Minimal Minimal risk of morbidity from additional diagnostic testing or treatment	High High risk of morbidity from additional diagnostic testing or treatment. Examples: • Drug therapy requiring intensive monitoring for toxicity • Decision for elective major surgery with identified patient or procedure risk factors • Decision for emergency major surgery • Decision regarding hospitalization

Quick Case Example #3

Data

Risk

• Data: ?
• Treatment: Moxeza monitor in 2 days • Risk: ?

Minimal < 2 orders, tests, or additional documents analyzed	Limited 2 orders, tests, or additional documents analyzed		Any 2 of the following: 3 orders, tests, or additional documents analyzed Independent interpretation of a test performed by another physician Discussion of management or test interpretation with external physician
Minimal Minimal risk of morbidity from additional diagnostic testing or treatment	Low Low risk of morbidity from additional diagnostic testing or treatment. Example: • OTC med		Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: • Prescription med • Decision for minor surgery with identified patient or procedure risk factors • Decision for major surgery without identified patient or procedure risk factors • Diagnosis or treatment significantly limited by social determinants of health 19

Quick Case Example #4

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- Pt presents with a sudden onset of eye pain when waking in the morning
- You diagnose the patient with recurrent corneal erosion, you place a BCL, prescribe Moxeza BID and monitor in 2 days.

• Problem: ?
• Orders: none

Problems
99202/99212 99203/99213 99204/99214 99205/99215

Minimal 1 Self-limited or minor problem	Low 2 or more self-limited or minor problems; or 1 stable chronic illness; or 1 acute uncomplicated illness or injury	Moderate 1 or more chronic illnesses with exacerbation, progression, or side effects of treatment; or 2 or more stable chronic illnesses; or 1 undiagnosed new problem with uncertain prognosis; or 1 acute illness with systemic symptoms; or 1 acute complicated injury	High 1 or more chronic illnesses with severe exacerbation, progression, or side effects of treatment; or 1 acute or chronic illness or injury that poses a threat to life or bodily function
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• Diagnosis: Glaucoma Suspect, Dry

suspect and stable dry eye and you start him on Refresh Optive PRN.

Eye

- **Problems:** ?
- **Orders:** 24-2, gonio, ONH OCT • **Data:** ?
- **Treatment:** Refresh Optive PRN • **Risk:** ?

Risk

		"Discussion of management or test interpretation with external physician	"Discussion interpretation
Minimal Minimal risk of morbidity from additional diagnostic testing or treatment	Low Low risk of morbidity from additional diagnostic testing or treatment. Example: *OTC med	Moderate Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: *Prescription med *Decision for minor surgery with identified patient or procedure risk factors *Decision for major surgery without identified patient or procedure risk factors *Diagnosis or treatment significantly limited by social determinants of health	High risk of diagnostic *Drug therapy monitoring *Decision for major surgery with identified patient or procedure risk factors *Decision regarding major surgery *Decision regarding hospitalization *Decision regarding deescalate care because of poor prognosis
		21	

Problems

99202/99212 99203/99213 99204/99214 99205/99215

Minimal *1 Self-limited or minor problem	Low *2 or more self-limited or minor problems; or *1 <u>stable chronic illness</u> ; or *1 <u>acute uncomplicated illness or injury</u>	Moderate *1 or more <u>chronic illnesses with exacerbation, progression, or side effects of treatment</u> ; or *2 or more stable chronic illnesses; or *1 <u>undiagnosed new problem with uncertain prognosis</u> ; or *1 <u>acute illness with systemic symptoms</u> ; or *1 <u>acute complicated injury</u>	High *1 or more <u>chronic illnesses with severe exacerbation, progression, or side effects of treatment</u> ; or *1 <u>acute or chronic illness or injury that poses a threat to life or bodily function</u>
Minimal * < 2 orders, tests, or additional documents analyzed	Limited *2 orders, tests, or additional documents analyzed	Moderate Any 1 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician	High Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician

2024 Case Example #5

*Diagnosis: ALON - Presumed NA
*65 year old Pt presents with

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- Pt presents for a glaucoma and dry eye evaluation and reports that eyes feel good, vision is stable and denies pain and pressure to eyes.
- You diagnose the patient with stable glaucoma

99202/99212 99203/99213 99204/99214 99205/99215

Data

Risk

Minimal *1 Self-limited or minor problem	Low *2 or more self-limited or minor problems; or *1 <u>stable chronic illness</u> ; or *1 <u>acute uncomplicated illness or injury</u>	Moderate *1 or more <u>chronic illnesses with exacerbation, progression, or side effects of treatment</u> ; or *2 or more stable chronic illnesses; or *1 <u>undiagnosed new problem with uncertain prognosis</u> ; or *1 <u>acute illness with systemic symptoms</u> ; or *1 <u>acute complicated injury</u>	High *1 or more <u>chronic illnesses with severe exacerbation, progression, or side effects of treatment</u> ; or *1 <u>acute or chronic illness or injury that poses a threat to life or bodily function</u>
Minimal * < 2 orders, tests, or additional documents analyzed	Limited *2 orders, tests, or additional documents analyzed	Moderate Any 1 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician	High Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician
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Sudden painless vision loss in the right eye and has swelling of the right nerve.

- You diagnose the patient with anterior ischemic optic neuropathy order tests and call the PCP to discuss tighter HTN control

Problems Data

Risk

2021 Case Example #6

- Pt presents for a follow up on allergies has been using pataday OU QD and eyes feel good.
- You diagnose the patient with stable ocular allergy and continue the Pataday OU QD.

- **Problem:** ?
- **Orders:** 24-2, ONH OCT, CBC w/ diff, ESR, CRP, discuss with PCP
- **Data:** ?
- **Treatment:** Monitor
- **Risk:** ?



- **Diagnosis:** Chronic allergic conjunctivitis
- **Problems:** ?
- **Orders:** none
- **Data:** ?
- **Treatment:** Pataday
- **Risk:** ?

24



Problems

Data

Risk

22

- Pt presents for a follow up on allergies and dry eye has been using pataday OU QD and Refresh Optive OU PRN and eyes feel good.
- You diagnose the patient with stable ocular allergy and dry eye and continue the current treatment.

- **Diagnosis:** Chronic allergic conjunctivitis, dry eye
- **Problems:** ?

- **Orders:** none
- **Data:** ?
- **Treatment:** Pataday, Refresh Optive
- **Risk:** ?

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99202/99212 99203/99213 99204/99214 99205/99215

<p>Minimal *1 <u>Self-limited or minor problem</u></p>	<p>Low *2 or more self-limited or minor problems; or *1 <u>stable chronic illness</u>; or *1 <u>acute, uncomplicated illness or injury</u></p>	<p>Moderate *1 or more <u>chronic illnesses with exacerbation, progression, or side effects of treatment</u>; or *2 or more stable chronic illnesses; or *1 <u>undiagnosed new problem with uncertain prognosis</u>; or *1 <u>acute illness with systemic symptoms</u>; or *1 <u>acute complicated injury</u></p>	<p>High *1 or more <u>chronic illnesses with severe exacerbation, progression, or side effects of treatment</u>; or *1 <u>acute or chronic illness or injury that poses a threat to life or bodily function</u></p>
<p>Minimal * < 2 orders, tests, or additional documents analyzed</p>	<p>Limited * 2 orders, tests, or additional documents analyzed</p>	<p>Moderate Any 1 of the following: * 3 orders, tests, or additional documents analyzed * Independent interpretation of a test performed by another physician * Discussion of management or test interpretation with external physician</p>	<p>Extensive Any 2 of the following: * 3 orders, tests, or additional documents analyzed * Independent interpretation of a test performed by another physician * Discussion of management or test interpretation with external physician</p>
<p>Minimal Minimal risk of morbidity from additional diagnostic testing or treatment</p>	<p>Low Low risk of morbidity from additional diagnostic testing or treatment. Example: * OTC med</p>	<p>Moderate Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: * Prescription med * Decision for minor surgery with identified patient or procedure risk factors * Decision for major surgery without identified patient or procedure risk factors * Diagnosis or treatment significantly limited by social determinants of health</p>	<p>High High risk of morbidity from additional diagnostic testing or treatment. Examples: * Drug therapy requiring intensive monitoring for toxicity * Decision for elective major surgery with identified patient or procedure risk factors * Decision for emergency major surgery * Decision regarding hospitalization * Decision not to resuscitate or to deescalate care because of poor prognosis</p>

25 Problems Data

2021 Case Example #7

Risk
99202/99212 99203/99213 99204/99214 99205/99215

			interpretation with external physician	interpretation with external physician
	Minimal Minimal risk of morbidity from additional diagnostic testing or treatment. Example: *1 or more <u>chronic illnesses with severe effects of treatment</u> ; or *2 or more <u>stable chronic illnesses</u> ; or *1 <u>undiagnosed new problem with uncertain prognosis</u> ; or *1 <u>acute illness with systemic symptoms</u> ; or *1 <u>acute complicated injury</u>	Low Low risk of morbidity from additional diagnostic testing or treatment. Example: *1 or more <u>chronic illnesses with severe effects of treatment</u> ; or *2 or more <u>stable chronic illnesses</u> ; or *1 <u>undiagnosed new problem with uncertain prognosis</u> ; or *1 <u>acute illness with systemic symptoms</u> ; or *1 <u>acute complicated injury</u>	Moderate Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: * <u>Prescription med</u> *Decision for <u>minor surgery</u> with identified patient or procedure risk factors *Decision for <u>major surgery</u> without identified patient or procedure risk factors *Diagnosis or treatment significantly limited by social determinants of health	High High risk of morbidity from additional diagnostic testing or treatment. Examples: *Drug therapy requiring intensive monitoring for toxicity *Decision for <u>elective major surgery</u> with identified patient or procedure risk factors *Decision for <u>emergency major surgery</u> *Decision regarding <u>hospitalization</u> *Decision <u>not to resuscitate</u> or to <u>deescalate care</u> because of poor prognosis
Minimal *1 <u>Self-limited or minor problem</u>	Low *2 or more self-limited or minor problems; or *1 <u>stable chronic illness</u> ; or *1 <u>acute uncomplicated illness or injury</u>	Moderate *1 or more <u>chronic illnesses with exacerbation, progression, or side effects of treatment</u> ; or *2 or more <u>stable chronic illnesses</u> ; or *1 <u>undiagnosed new problem with uncertain prognosis</u> ; or *1 <u>acute illness with systemic symptoms</u> ; or *1 <u>acute complicated injury</u>	Extensive Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician	Extensive Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician
Minimal * < 2 orders, tests, or additional documents analyzed	Limited *2 orders, tests, or additional documents analyzed	Moderate Any 1 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician	Extensive Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician	Extensive Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician

2021 Case Example #8



- **Diagnosis:** Preseptal Cellulitis
- **Problems:** ?
- **Orders:** none
- **Data:** ?
- **Treatment:** Z-Pak monitor in 3 days
- **Risk:** ?

she presents with a swollen, left upper eyelid started as a sty and was doing warm compresses BID and now her eyelid has gotten more swollen, VA is good, denies fever and LOMs and equal pupils. You diagnose the patient with preseptal cellulitis, she has an allergy to PEN and Ceficef so you start her on azithromycin 500 mg PO x 1 day the 250 mg x 4 days. monitor in 3 days.

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2021 Case Example

99202/99212 99203/99213 99204/99214 99205/99215

Minimal *1 <u>Self-limited or minor problem</u>	Low *2 or more self-limited or minor problems; or *1 <u>stable chronic illness</u> ; or *1 <u>acute uncomplicated illness or injury</u>	Moderate *1 or more <u>chronic illnesses with exacerbation, progression, or side effects of treatment</u> ; or *2 or more <u>stable chronic illnesses</u> ; or *1 <u>undiagnosed new problem with uncertain prognosis</u> ; or *1 <u>acute illness with systemic symptoms</u> ; or *1 <u>acute complicated injury</u>	High *1 or more <u>chronic illnesses with severe exacerbation, progression, or side effects of treatment</u> ; or *2 or more <u>stable chronic illnesses</u> ; or *1 <u>undiagnosed new problem with uncertain prognosis</u> ; or *1 <u>acute illness with systemic symptoms</u> ; or *1 <u>acute complicated injury</u>
Minimal * < 2 orders, tests, or additional documents analyzed	Limited *2 orders, tests, or additional documents analyzed	Moderate Any 1 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician	Extensive Any 2 of the following: *3 orders, tests, or additional documents analyzed *Independent interpretation of a test performed by another physician *Discussion of management or test interpretation with external physician
Minimal Minimal risk of morbidity from additional diagnostic testing or treatment	Low Low risk of morbidity from additional diagnostic testing or treatment. Example: *OTC med	Moderate Moderate risk of morbidity from additional diagnostic testing or treatment. Examples: * <u>Prescription med</u> *Decision for <u>minor surgery</u> with identified patient or procedure risk factors *Decision for <u>major surgery</u> without identified patient or procedure risk factors *Diagnosis or treatment significantly limited by social determinants of health	High High risk of morbidity from additional diagnostic testing or treatment. Examples: *Drug therapy requiring intensive monitoring for toxicity *Decision for <u>elective major surgery</u> with identified patient or procedure risk factors *Decision for <u>emergency major surgery</u> *Decision regarding <u>hospitalization</u> *Decision <u>not to resuscitate</u> or to <u>deescalate care</u> because of poor prognosis

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Problems

Initial "stye" After 3 days warm compresses

Data

Risk

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2021 Case Example #9 99202/99212 99203/99213 99204/99214 99205/99215

Data: ?

- Pt presents for an AMD and dry eye evaluation and reports that eyes feel good, vision is stable and denies pain and pressure to eyes.
- You diagnose the patient with stable AMD and stable dry eye and you start him on Refresh Optive PRN and MacuHealth Plus.



Data

Risk

Treatment: Refresh Optive PRN, MacuHealth Plus

• Risk: ?



• **Diagnosis:** Cat 3 AMD, Dry Eye •

• **Problems:** ?

• **Orders:** 10-2, Optomap Plus AF, AdaptDx •



Problems

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2021 Case Example #10 99202/99212 99203/99213 99204/99214 99205/99215

Minimal * < 2 orders, tests, or additional documents analyzed	Limited * 2 orders, tests, or additional documents analyzed	Moderate Any 1 of the following: * 3 orders, tests, or additional documents analyzed * Independent interpretation performed by another professional * Discussion of management interpretation with exte
Minimal Minimal risk of morbidity from additional diagnostic testing or treatment	Low Low risk of morbidity from additional diagnostic testing or treatment. Example: * OTC med	Moderate Moderate risk of morbidity from additional diagnostic testing or treatment * Prescription med * Decision for minor surgery identified patient or procedure factors * Decision for major surgery identified patient or procedure factors limited by social determinants
Minimal * 1 Self-limited or minor problem	Low * 2 or more self-limited or minor problems; or * 1 stable chronic illness; or * 1 acute uncomplicated illness or injury	Moderate * 1 or more chronic illnesses with exacerbation, progression or side effects of treatment; or * 2 or more stable chronic illnesses; or * 1 undiagnosed new problem with uncertain prognosis; or * 1 acute illness with systemic symptoms; or * 1 acute complicated injury
		High * 1 or more chronic illnesses with severe exacerbation, progression, or side effects of treatment; or * 1 acute or chronic illness or injury that poses a threat to life or bodily function

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- Pt with a history of AMD and ocular HTN presents with new distorted vision.
- You diagnose the patient with wet AMD, order tests and call the surgeon and discuss the case and plan for injections.



• **Diagnosis:** Wet AMD

• **Problems:** ?

• **Orders:** Amsler grid, Mac OCT, 10-2, discuss

Problems Data

with surgeon

• **Data:** ?

• **Treatment:** Refer for urgent injections



Data

Risk: ?



Risk



Problems

Minimal * < 2 orders, tests, or additional documents analyzed	Limited * 2 orders, tests, or additional documents analyzed	Moderate Any 1 of the following: * 3 orders, tests, or additional documents analyzed * Independent interpretation of management or test interpretation by another physician * Discussion of management or test interpretation with external physician
Minimal Minimal risk of morbidity from additional diagnostic testing or treatment	Low Low risk of morbidity from additional diagnostic testing or treatment. Example: * OTC med	Moderate Moderate risk of morbidity from additional diagnostic testing or treatment. * Prescription med * Decision for minor surgery with identified patient or procedure risk factors
Minimal * 1 Self-limited or minor problem	Low * 2 or more self-limited or minor problems; or * 1 stable chronic illness; or * 1 acute uncomplicated illness or injury	Moderate * 1 or more chronic illnesses with exacerbation, progression, or side effects of treatment; or * 2 or more stable chronic illnesses; or * 1 undiagnosed new problem with uncertain prognosis; or * 1 acute illness with systemic symptoms; or * 1 acute complicated injury
	High * 1 or more chronic illnesses with severe exacerbation, progression, or side effects of treatment; or * 1 acute or chronic illness or injury that poses a threat to life or bodily function	Extensive Any 2 of the following: * 3 orders, tests, or additional documents analyzed * Independent interpretation of a test performed by another physician * Discussion of management or test interpretation with external physician

Minimal * 1 Self-limited or minor problem	Low * 2 or more self-limited or minor problems; or * 1 stable chronic illness; or * 1 acute uncomplicated illness or injury	Moderate * 1 or more chronic illnesses with exacerbation, progression, or side effects of treatment; or * 2 or more stable chronic illnesses; or * 1 undiagnosed new problem with uncertain prognosis; or * 1 acute illness with systemic symptoms; or * 1 acute complicated injury	High * 1 or more chronic illnesses with severe exacerbation, progression, or side effects of treatment; or * 1 acute or chronic illness or injury that poses a threat to life or bodily function	Extensive Any 2 of the following: * 3 orders, tests, or additional documents analyzed * Independent interpretation of a test performed by another physician * Discussion of management or test interpretation with external physician
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Risk
99202/99212 99203/99213 99204/99214 99205/99215

Minimal * 1 Self-limited or minor problem	Low * 2 or more self-limited or minor problems; or * 1 stable chronic illness; or * 1 acute uncomplicated illness or injury	Moderate * 1 or more chronic illnesses with exacerbation, progression, or side effects of treatment; or * 2 or more stable chronic illnesses; or * 1 undiagnosed new problem with uncertain prognosis; or * 1 acute illness with systemic symptoms; or * 1 acute complicated injury
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Comprehensive Ophthalmological Service

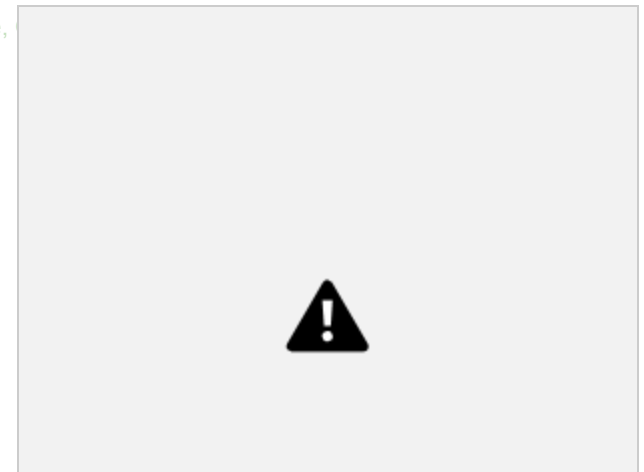
Exam Elements Ophthalmological Codes

✓ ✓



Christopher Wolfe,

EyeCode Podcast





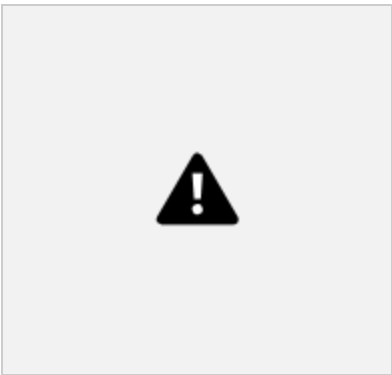
920X4 920X2



37



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EyeCode:
Billing and Coding

How Does Ocular Disease Management Impact a Practice?

Christopher Wolfe, OD, FAAO, Dipl. ABO

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Why is this important?



Glasses and CL Sales

Prescription Eyewear

Common Misconceptions and Objections From ODs



Common Misconceptions and Objections From ODs

- **“It is not worth my time to manage disease.”**
- **“I make more selling glasses/contacts to patients than caring**

account for **54% of revenue** for the average OD practice!

Glasses, CL Sales and Routine Eye Exams account for **82% of revenue** for the average OD practice!

Contact Lenses Routine Eye Exams 41
Medical Eye Care Other

need glasses.”

diseases in my patient

• “I don’t see very many eye

population” 42

for medical problems.”

• “I don’t want to be taken away from time I could spend taking care of patients who



Total Patient Care Model

Dry Eye/MGD 17 27 ~ 703 Infection 9 17

~ 50 Allergy 8 14 ~ 180 Glaucoma 16 31

~ 21

Cataract Co-mgmt 14 18 ? Refractive Sx

Co-mgmt 1 3 ? FB rml 2 4 ? Total 67 114

954

43

44



Total Patient Care Model



Revenue Per OD Hour

Christopher Wolfe, OD, FAAO, Dipl. ABO ⁴⁵



Revenue Per OD Hour



⁴⁶

46



Revenue Per OD Hour



Revenue Per OD Hour

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47
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48
48

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Revenue Per OD Hour



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Revenue Considerations



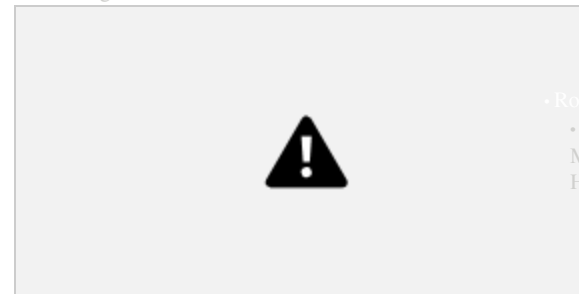
49

- Exam + Refraction:
 - \$70
- Screening Ultrawide Field
 - \$39
- \$109
- \$218
- \$327

- \$818
- \$1,227

51

- Lowest: $0.57 \times \$109 = \$62.13/\text{hr}$
- Median: $1.19 \times \$109 = \$129.71/\text{hr}$
- Highest: $2.18 \times \$109 = \$237.62/\text{hr}$



Where do you fall?

- Assume Gross Revenue per Pair: • \$300
- \$409

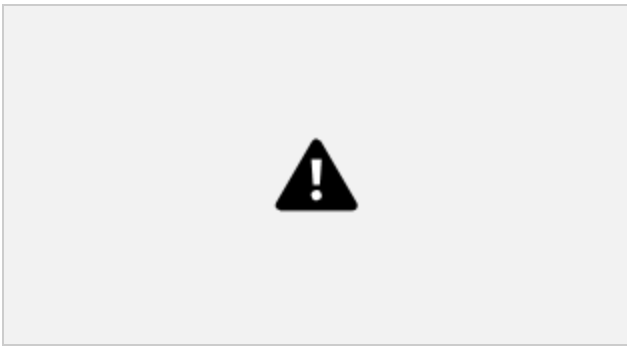
- Round
- Lowest: $0.57 \times \$409 = \$233.13/\text{hr}$
- Median: $1.19 \times \$409 = \$486.71/\text{hr}$
- Highest: $2.18 \times \$409 = \$891.62/\text{hr}$

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Age Related Macular Degeneration

Christopher Wolfe, OD, FAAO, Dipl. ABO



Consideration of Clinical Practice Guidelines



Revenue

- 1 Annual Medical Visit
- Time: 30 Minutes
- Revenue: \$313.03
- Revenue/Hr: \$626.06

- 1 Medical Visit + 1 Primary Care Visit Annually
- Time: 60 Minutes
- Revenue: \$455.10
- Revenue/Hr: \$455.10

55

AMD



54



56



Category 1 AMD

ONLY

- Exam: \$125.25
- Refraction: ~\$50
- Macular OCT: \$41.63
- AdaptDx: \$57.15
- Optomap: \$39
- MacuHealth LMZ³: \$320
- Total: \$633.03

- Lowest: $0.57 \times \$672.03 = \$383.01/\text{hr}$
- Median: $1.19 \times \$672.03 = \$799.72/\text{hr}$
- Highest: $2.18 \times \$672.03 = \$1,465.03/\text{hr}$



57



How does this compare?

• Lowest: $0.57 \times \$109 = \$62.13/\text{hr}$ • Median: $1.19 \times \$109 = \$129.71/\text{hr}$ •

Highest: $2.18 \times \$109 = \$237.62/\text{hr}$



• Lowest: $0.57 \times$

Category 1 AMD

$\$352.03 = \$200.66/\text{hr}$
• Median: $1.19 \times \$352.03 = \$418.92/\text{hr}$
• Highest: $2.18 \times \$352.03 = \$767.43/\text{hr}$

3.2 Times More Profitable Per Hour!
58

How does this compare?



Pt has **BOTH** **AND**
Visit #1 C
• Exam, + \$70
• AdaptDx (rapid): \$57.15
• Optomap: \$39

\$125.25

• Lowest: $0.57 \times \$409 = \$233.13/\text{hr}$ • Median: $1.19 \times$
 $\$409 = \$486.71/\text{hr}$ • Highest: $2.18 \times \$409 =$
 $\$891.62/\text{hr}$
• Lowest: $0.57 \times \$672.03 = \$383.01/\text{hr}$
• Median: $1.19 \times \$672.03 = \$799.72/\text{hr}$

• Highest: $2.18 \times \$672.03 = \$1,465.03/\text{hr}$

1.6 Times More Profitable Per Hour!

59

• Macular OCT: \$41.63 • AdaptDx (full): \$57.15

• Total: \$390.80

minutes/exam: \$390.80/hr

AND • 30

• 20 minutes/exam: \$586.20/hr

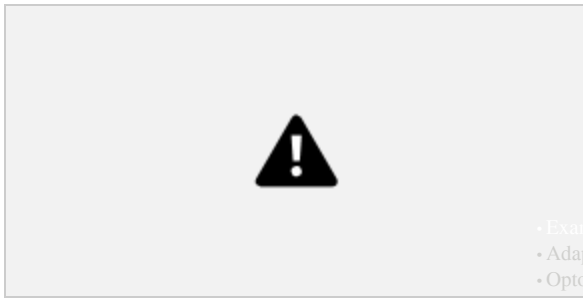
• 15 minutes/exam: \$781.60/hr

60



How does this

compare?



- Exam: \$70
- AdaptDx (rapid): \$57.15
- Optomap: \$39
- MacuHealth LMZ³: \$320

AND



Category 1 AMD

BOTH AND

\$125.25

• Lowest: $0.57 \times \$109 = \$62.13/\text{hr}$ • Median: $1.19 \times \$109 = \$129.71/\text{hr}$ • Highest: $2.18 \times \$109 = \$237.62/\text{hr}$

• Lowest: $0.57 \times \$195.40 = \$111.38/\text{hr}$ • Median: $1.19 \times \$195.40 = \$232.52/\text{hr}$ • Highest: $2.18 \times \$195.40 = \$425.97/\text{hr}$

1.8 Times More Profitable Per Hour! 61

• Macular OCT: \$41.63 • AdaptDx (full): \$57.15

• Total: \$710.18

AND

- 30 minutes/exam: \$710.18/hr
- 20 minutes/exam: \$1,065.27/hr
- 15 minutes/exam: \$1,420.36/hr

62



How does this compare?

• Lowest: $0.57 \times \$409 = \$233.13/\text{hr}$ • Median: $1.19 \times \$409 = \$486.71/\text{hr}$ • Highest: $2.18 \times \$409 = \$891.62/\text{hr}$

63

1.6 Times More Profitable Per Hour!

• 120 patients



- 183,420,000
- Percentage of
- Active Patients in Practice:
- 1000 - 559 over 40
- 40 patients
- 2000 - 1,118 over 40
- 80 patients
- 3000 - 1,677 over 40

• 55.9%

Prevalence of AMD in US by Age

AND

• Lowest: $0.57 \times \$655.09 = \$373.40/\text{hr}$ ~~7.14%~~

• Median: $1.19 \times \$655.09 = \$779.56/\text{hr}$

• Highest: $2.18 \times \$655.09 = \$1,428.09/\text{hr}$

> 40 > 60 > 75



10

0

Impact on the Practice

64

AMD as a spoke of the Total Patient Care Wheel:

- Active Patients in Practice:
- 1000
- $40 \times \$710.18 = \$28,407.20$
- 2000 - 1,118 over 40
- $80 \times \$710.18 = \$56,814.40$
- 3000 - 1,677 over 40
- $120 \times \$710.18 = \$85,221.60$



How do fees get set?

Christopher Wolfe, OD, FAAO, Dipl. ABO

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How do fees get set?

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How do fees get set?

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Relative Value Units

To arrive at the total RVU there are 3 components that added together. These components are:

- **Work RVUs** – essentially how much time and skill does a procedure or service take

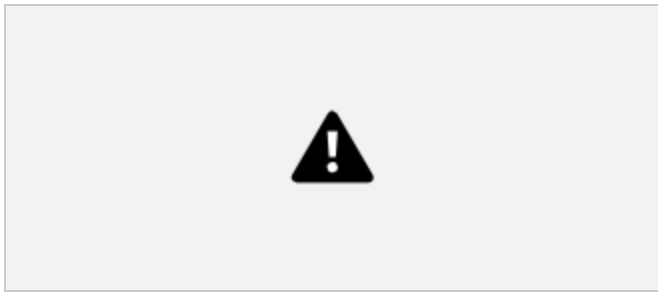
- **Malpractice RVUs** – how much liability is inherent in the particular service or procedure
- **Facility RVUs** – how much overhead, things like facility costs and materials are



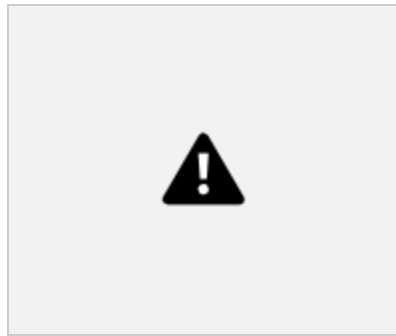
Why does this matter?

Why does this matter?

68



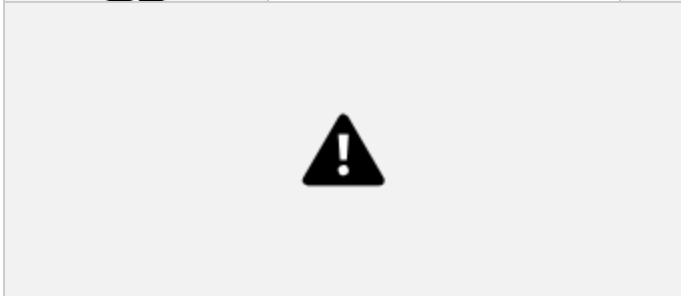
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Amniotic Membrane RVU Example

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Code Hierarchy

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difference

Look at Your Fees

71



difference

Look at Your Fees

92002	\$80.97
92004	\$141.30
92012	\$84.20

between level 2-3 and 3-4?

99212-99213

~ \$30

92002	\$80.97
92004	\$141.30
92012	\$84.20

73

92014	\$119.04
9202	\$69.04
9203	\$106.14
9204	\$159.37
9205	\$210.66
9212	\$54.20
9213	\$86.78
9214	\$122.91
9215	\$172.27

73

between level 2-3 and 3-4?

99213-99214

~ \$35

74

92014	\$119.04
9202	\$69.04
9203	\$106.14
9204	\$159.37
9205	\$210.66
9212	\$54.20
9213	\$86.78
9214	\$122.91
9215	\$172.27

74

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Works if Fees are Set Appropriately



: < < < < <

Total Patient Care Model

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CMS Code Hierarchy

75
75



Total Patient Care



Total Patient Care Model

Dry Eye/MGD 17 27 ~ 703 Infection 9 17 ~ 50 Allergy 8 14 ~ 180 Glaucoma 16
31 ~ 21

77



Cataract Co-mgmt 14 18 ? Refractive Sx Co-mgmt 1 78

Why is this important?

Prescription Eyewear

- Contact Lenses
- Routine Eye Exams
- Medical Eye Care
- Other

Glasses, CL Sales and Glasses and CL Sales Routine Eye Exams account for **54% of revenue** for the average OD practice! **account for 82% of revenue** for the average OD practice!

Dipl. ABO 80

Revenue Per OD Hour

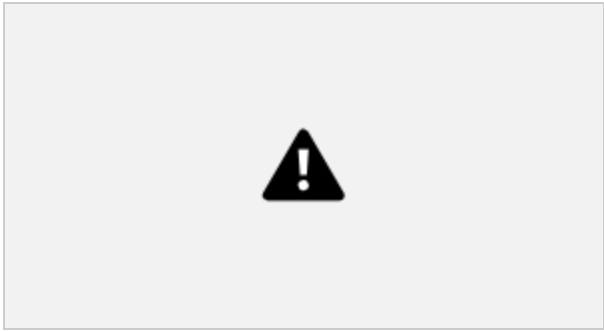
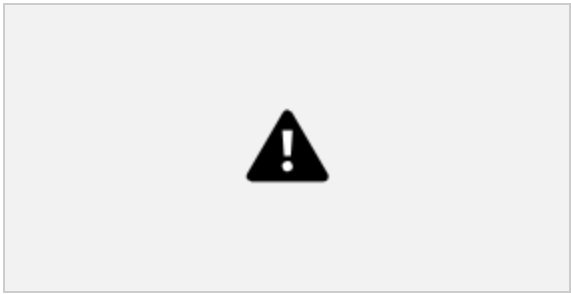
Christopher Wolfe, OD, FAAO,



Revenue Per OD Hour



Revenue Per OD Hour



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82



Revenue Per OD Hour



Revenue Per OD Hour

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83



Questions?

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AMA Definitions

Problem Addressed



AMA Definitions

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Problem

“A problem is a disease, condition, illness, injury, symptom, sign, finding, complaint, or other matter addressed at the encounter, with or without a diagnosis being established at the time of the encounter.”

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“A problem is addressed or managed when it is evaluated or treated at the encounter by the physician or other qualified health care professional reporting the service. This includes consideration of further testing or treatment that may not be elected by virtue of risk/benefit analysis or patient/parent/guardian/ surrogate choice.

- Notation in the patient’s medical record that another professional is managing the problem without additional assessment or care coordination documented does not qualify as being ‘addressed’ or managed by the physician or other qualified health care professional reporting the service.
- Referral without evaluation (by history, exam, or diagnostic study[ies]) or consideration of treatment does not qualify as being addressed or managed by the physician or other qualified health care professional reporting the service.”

Minimal Problem

“A problem that may not require the presence of the physician or other qualified health care professional, but the service is provided under the physician’s or other qualified health care

professional’s supervision (see 99211).”

• **Example:** A patient returns to have their visual acuity checked and IOP checked after starting a new medication, the optometrist does not see the patient.

AMA Definitions



Self Limited or Minor Problem

“A problem that runs a definite and prescribed course, is transient in nature, and is not likely to permanently alter health status.”

• **Example:** A patient is driving in their car with the air conditioner blowing on their left eye and they present to your office with complaints of dryness of the left eye. Upon examination, there are no signs that there is an inflammatory or chronic nature to the condition, and it will resolve when the patient no longer allows air to blow on that eye.

AMA Definitions



Stable Chronic Illness

“A problem with an expected duration of at least a year or until the death of the patient. For the purpose of defining chronicity, conditions are treated as chronic whether or not stage or severity changes (eg, uncontrolled diabetes and controlled diabetes are a single chronic condition). ‘Stable’ for the purposes of categorizing medical decision making is defined by the specific treatment goals for an individual patient. ... The risk of morbidity without treatment is significant. Examples may include well-controlled hypertension, non-insulin dependent diabetes, cataract, or benign prostatic hyperplasia.”

• **Example:** A patient with stable mild (moderate or severe) glaucoma.

AMA Definitions



AMA Definitions



Acute, uncomplicated illness or injury

“A recent or new short-term problem with low risk of morbidity for which treatment is considered. There is little to no risk of mortality with treatment, and full recovery without functional impairment is expected. A problem that is normally self-limited or minor, but is not resolving consistent with a definite and prescribed course is an acute uncomplicated illness. Examples may include cystitis, allergic rhinitis, or a simple sprain.”

• **Example:** Conjunctival abrasion, acute periocular dermatitis

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AMA Definitions



Undiagnosed new problem with uncertain prognosis

“A problem in the differential diagnosis that represents a condition likely to result in a high risk of morbidity without treatment. An example may be a lump in the breast.” • **Example:** macular degeneration, macular hole, symptomatic retinal tear, peripheral corneal ulcer

AMA Definitions



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Chronic illness with exacerbation, progression, or SE of Tx “A chronic illness that is acutely worsening, poorly controlled or progressing with an intent to control progression and requiring additional supportive care or requiring attention to treatment for side effects, but that does not require consideration of hospital level of care.” • **Example:** unstable glaucoma, unstable macular degeneration, worsening dry eye

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Acute illness with systemic symptoms

“An illness that causes systemic symptoms and has a high risk of morbidity without treatment. For systemic general symptoms such as fever, body aches or fatigue in a minor illness that may be treated to alleviate symptoms, shorten the course of illness or to prevent complications, see the definitions for ‘self-limited or minor’ or ‘acute, uncomplicated.’ Systemic symptoms may not be general but may be single system. Examples may include pyelonephritis, pneumonitis, or colitis.”

• **Example:** DME in a patient with uncontrolled blood sugar and symptoms of hyperglycemia

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AMA Definitions



Acute, complicated injury

“An injury which requires treatment that includes evaluation of body systems that are not directly part of the injured organ, the injury is extensive, or the treatment options are multiple and/or associated with risk of morbidity. An example may be a head injury with brief loss of consciousness.”

• **Example:** blunt ocular trauma requiring CT scan of the orbit

Chronic illness with severe exacerbation, progression, or SE of tx “The severe exacerbation or progression of a chronic illness or severe side effects of treatment that have significant risk of morbidity and may require hospital level of care.”

• **Example:** patient with significant progression of their moderate glaucoma



AMA Definitions



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AMA Definitions



Acute/chronic illness/ injury w/ threat to life or bodily function “An acute illness with systemic symptoms, or an acute complicated injury, or a chronic illness or injury with exacerbation and/or progression or side effects of treatment, that poses a threat to life or bodily function in the near term without treatment.”

• **Example:** angle closure glaucoma, retinal artery occlusion, ischemic optic neuropathy

